



ANNUAL REPORT  
**2022**

SAFE, STRONG,  
& HERE FOR YOU

Federally insured by NCUA

# REPORT OF THE CHAIR & PRESIDENT

## Here for you

As we approach the 95th anniversary of our founding, we still proudly exist to serve you. And our cooperative difference continues to add up to real, tangible value for our members. According to a study by ECONorthwest, an independent research firm, Oregon credit unions delivered \$203 million in direct financial value to their members in 2022. This value was calculated by accounting for differences in credit union and bank pricing. Advantis alone provided \$7.4 million in direct financial value to our members, and produced \$10.2 million in total economic output for our community.

Our members not only saved more - but also achieved more - thanks to our cooperative model. In 2022, Advantis helped 364 members refinance and buy new homes, including 70 first-time homebuyers. We also helped members purchase a new car, pay down debt, and complete home improvements by funding 7,890 auto loans, 1,510 personal loans, and 800 home equity loans. Members also made progress on their savings goals by opening over 4,000 high-yield deposit products.

## Safe and strong

Advantis is in an exceptional financial position, safe and strong as ever. We produced net income of \$11.1 million in 2022, a solid return of 0.56% on average assets. We ended the year with a net worth ratio of 10.8%, well above the regulatory standard for well-capitalized credit unions and we continue to operate within the regulatory definition of "safe and sound" practices. Advantis has increased its total capital balance every year over the past 13

years, positioning us to safely weather any future challenges. Our strong liquidity position at the end of 2022 has continued with steady deposit growth (to date) in 2023, and we maintain a balanced loan-to-deposit ratio.

It's important to note that Advantis' cooperative, not-for-profit structure makes us inherently different from banks making headlines in the news. Unlike commercial banks that maximize profits to enrich shareholders, we do not engage in risky practices to meet profit demands. And instead of serving a niche sector of business clients, we proudly serve 87,000 members, right here in Oregon. Our difference makes us safer and stronger, and an excellent place to save for your financial future. And don't just take our word for it. Once again, Forbes named Advantis as one of Oregon's top credit unions in 2022.

## 2022 Initiatives

Advantis introduced tech-forward ways to engage with us, including an instant messaging feature on our website where members can chat live with an advisor, as well as the ability to schedule appointments with our staff with just a few clicks. In 2022 alone, we had 21,000 chat sessions with members and scheduled 3,540 appointments. We also expanded our digital card management features, giving members the ability to "freeze" both debit and credit cards, set real-time transaction alerts, and view card details as soon as a new card is issued to make purchases online or use in their mobile wallet.

## MEMBERS SAY IT BEST

“...Best credit union and I have no regrets being a member. They truly care and take care of your needs.

- Aiman

“1000% better than any of the big national banks...Would not bank anywhere else.

- Patrick

In May we became the first credit union in the Portland market to provide members access to their direct deposits up to two days early with the launch of *Advantis Early Payday™*. We've received overwhelmingly positive feedback since launch, as every member with a checking account can now enjoy an early payday! We also made improvements to our Fusion account, reducing the number of monthly requirements to earn the premium interest rate.

In October we finished construction on our new headquarters in Oregon City, now serving as home base for all staff. We consolidated four administrative sites into one campus to help us attract and retain a workforce passionate about serving our membership. This will not only help us better collaborate to serve you, but also result in long-term savings for the credit union.

Advantis continued its commitment to diversity, equity, and inclusion (DEI) with several initiatives. We established a new department dedicated to furthering DEI and helped our staff form *Advantis Belonging Communities*, providing supportive spaces for employees who share similar personal characteristics. Our *Allies for Good* fund provided \$131,500 to support communities that have faced underrepresentation and exclusion, and we continued to build key partnerships with nonprofits serving minority populations. There's much more work ahead on our DEI journey, and we'll continue to share updates on our website.

### Looking ahead

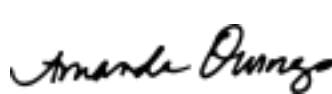
Advantis will continue to introduce innovative and inclusive products and services in the

months ahead. We'll launch a new checking account designed to support underbanked and underserved communities, including those who have faced past financial challenges. Rooted in our founding principle of *People Helping People*, we want everyone to have the opportunity to reach their financial goals.

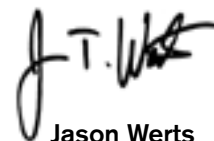
We'll roll out several improvements to our digital banking services, including enhanced mobile deposit that includes real-time posting, text (SMS) as a new service channel, and self-serve wire transfers. We will also launch a digital card issuance project, enabling members to block and replace their card—and add it to digital wallets—with the push of a button.

Advantis will open our newest branch this summer at 4800 N. Lombard St. in North Portland, an exciting addition for more than 2,000 members who live nearby. We look forward to welcoming new members, businesses, and community partners to our cooperative.

We thank our Board of Directors for their service and unwavering commitment to serve the best interests of our members. We'd also like to thank our staff, who serve as passionate advocates for our members. And above all, we thank our members for your ongoing loyalty and support.



**Amanda Owings**  
CHAIR, BOARD OF DIRECTORS



**Jason Werts**  
PRESIDENT/CEO

“...Excellent service, kind and friendly team members, terrific products. Highly recommend Advantis Credit Union.

- Lisa

“ I am delighted with the staff and service at Advantis...Every person I have worked with has been professional, smart, helpful, and a genuinely lovely person.

- Eva

# ADVANTIS IN THE COMMUNITY

When you bank with Advantis you make all kinds of good things possible, for you and the community you call home. As a not-for-profit financial co-op, we return financial value to our members with world-class service, great rates, and more free services. But just as important, Advantis donates our time, talent, and resources to help local communities grow stronger. In 2022, we invested \$295,300 in the organizations, events, and causes that matter most to our members. And for the 10th consecutive year, Advantis was named a Top Corporate Philanthropist by the Portland Business Journal.

## 2022 Community Giving:



Advantis volunteers visit the local nonprofit With Love to sort and clean donated clothing, toys, and books for local foster families.





In 2022, Grow: The Advantis Community Fund returned for the twelfth year to provide nonprofit organizations with financial resources to address a wide range of needs in our community. Since the program launched in 2011, our grant fund has contributed nearly \$660,000 to local organizations and funded over 73 projects.

This past year we were proud to help the Community for Positive Aging, The Salvation Army Female Emergency Shelter, Project Pooch, NW Association for Blind Athletes, Oregon Repertory Singers, and the Wheel to Walk foundation.



The Wheel to Walk Foundation purchases medical and adaptive equipment or therapy services for children with disabilities when they are unable to obtain those items through insurance. Thanks to the Advantis GROW grant, the Wheel to Walk Foundation was able to provide medically necessary equipment or therapies directly to families in our community who need it most.



Advantis volunteers spruce up a community space with a fresh coat of paint at local nonprofit the Q Center.

# STATEMENTS OF FINANCIAL CONDITION

As of December 31, 2022 and 2021

<b>ASSETS</b>	<b>2022</b>	<b>2021</b>
Cash and cash equivalents	\$210,461,465	\$534,479,784
Investments	138,107,261	15,160,869
Loans to members, net of allowance for loan loss	1,499,409,447	1,333,821,588
Property & equipment	53,091,640	26,201,003
National Credit Union Share Insurance Fund Deposit	15,300,846	14,863,818
Other assets	64,322,353	55,847,322
<b>TOTAL ASSETS</b>	<b>\$1,980,693,012</b>	<b>\$1,980,374,384</b>
<b>LIABILITIES AND EQUITY</b>		
<b>LIABILITIES</b>		
Members' shares	\$1,672,825,269	\$1,709,627,967
Accrued expenses and other liabilities	16,514,766	17,448,793
Borrowed funds	80,000,000	50,000,000
Total Liabilities	1,769,340,035	1,777,076,760
<b>EQUITY</b>		
Retained earnings	213,930,609	202,855,571
Accumulated other comprehensive income	(2,577,631)	442,053
Total Equity	211,352,978	203,297,624
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>\$1,980,693,012</b>	<b>\$1,980,374,384</b>

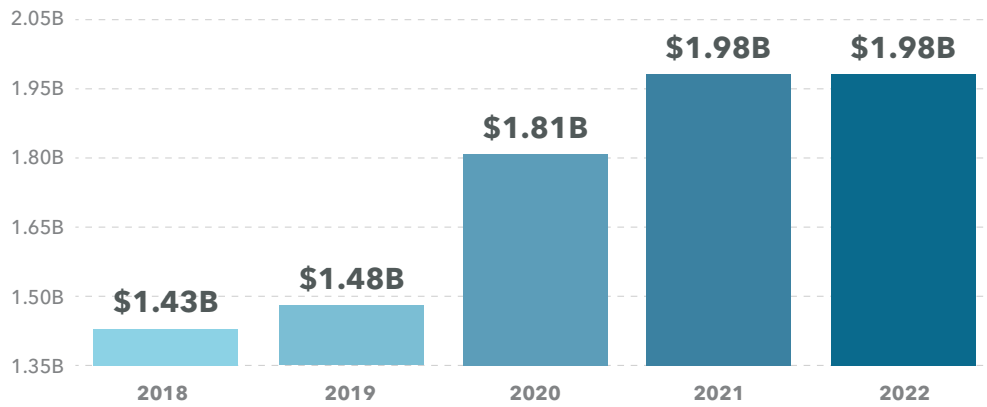
# STATEMENTS OF INCOME

For the years ending December 31, 2022 and 2021

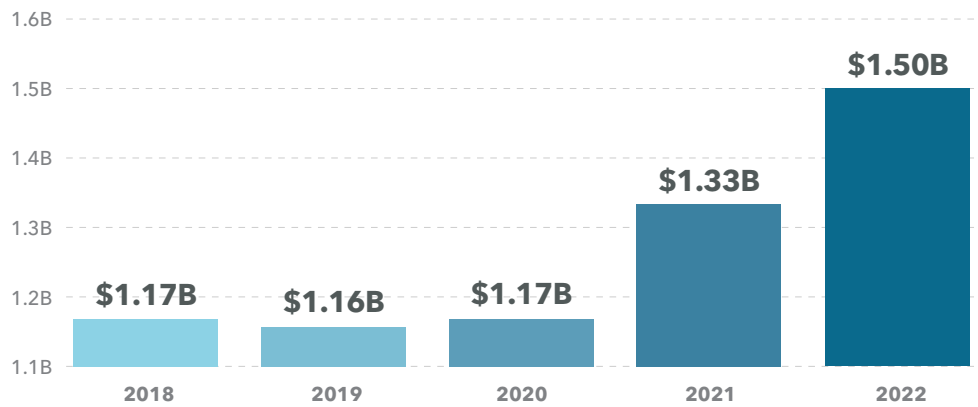
<b>NET INTEREST INCOME</b>	<b>2022</b>	<b>2021</b>
Interest on loans to members	\$59,760,677	\$56,670,931
Interest on investments and cash equivalents	5,537,466	1,101,397
Dividend expense	7,860,345	8,918,149
Interest expense on borrowed funds	1,008,233	885,125
Provision expense for loan losses	3,791,469	2,414,273
<b>Net interest income after provision expense</b>	<b>53,638,097</b>	<b>45,554,781</b>
<b>OTHER INCOME</b>	<b>10,819,870</b>	<b>14,675,110</b>
<b>OPERATING EXPENSES</b>		
Salaries & Benefits	28,333,614	24,195,660
Operations and Occupancy	24,049,315	20,723,106
<b>Total operating expenses</b>	<b>52,382,929</b>	<b>44,918,766</b>
<b>NET INCOME</b>	<b>\$11,075,038</b>	<b>\$15,311,125</b>

# PERFORMANCE TRENDS

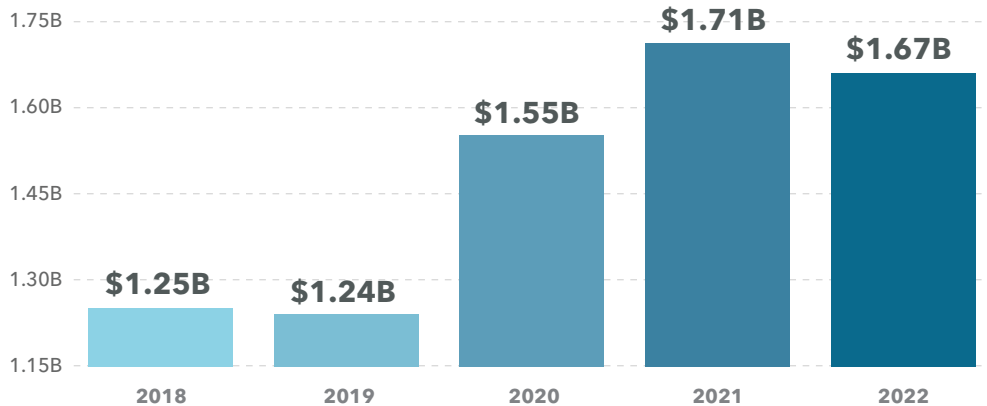
## TOTAL ASSETS



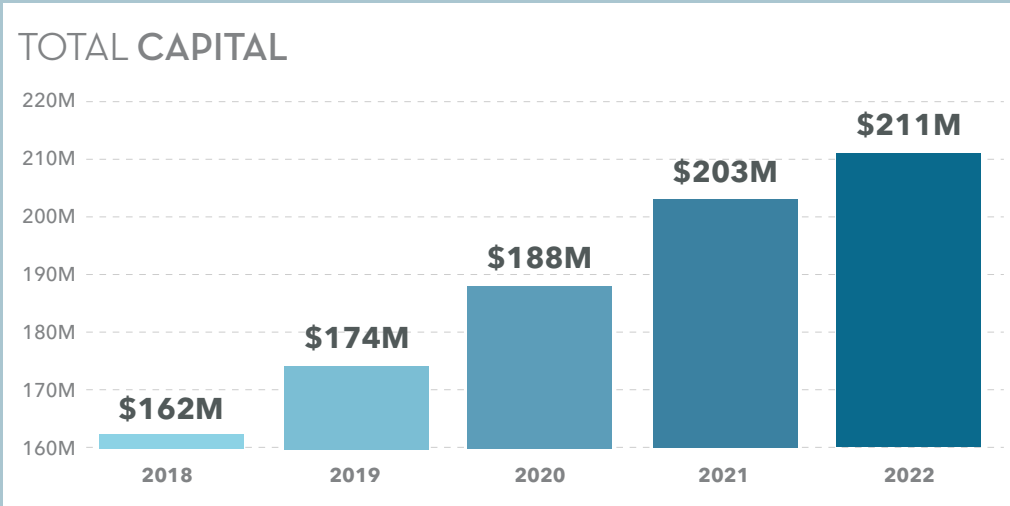
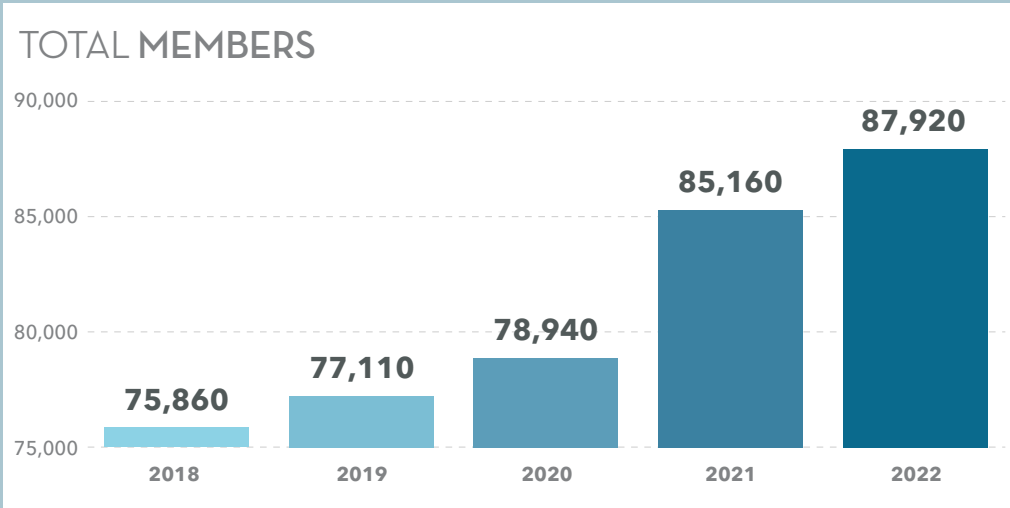
## TOTAL LOANS



## TOTAL DEPOSITS



# PERFORMANCE TRENDS



**87,920**  
Members Strong

As of December 31

**2022**

Assets	\$1,980,693,012
Deposits	\$1,672,825,269
Loans	\$1,499,409,447
Capital	\$ 211,352,978



# Audit Committee Report

The Advantis Credit Union Audit Committee is a five-member team appointed by the Board of Directors, and is responsible for ensuring that the credit union safeguards its assets, complies with regulatory requirements, and maintains adequate systems of internal control and financial reporting. In 2022, the Committee held quarterly meetings with Advantis' Senior Audit Officer, participated in all monthly meetings of the Board of Directors, and examined the credit union's monthly financial reports.

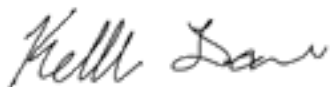
In fulfilling statutory duties and obligations to safeguard member assets, the Audit Committee's primary responsibilities include strategic oversight of (1) the independent external financial audit of the financial statements and records, (2) internal assessments of the control structures for the Credit Union, (3) the verification of members accounts, (4) the ongoing reviews of closed accounts, (5) the internal audit function.

To accomplish these responsibilities, the Audit Committee retained the services of Moss Adams, LLP, an independent external auditor, to perform an audit of the Credit Union's financial statements for the year ended December 31, 2022. Additionally, the Committee retained the services of Doeren Mayhew, an independent external auditor, to perform various audits of the Credit Union's operations in tandem with the Credit Union's Internal Audit staff.

The Credit Union was also examined by its government regulators during 2022, the Division of Credit Unions of the State of Oregon Department of Consumer and Business Services, Division of Financial Regulation, and the National Credit Union Administration (NCUA).

It is the conclusion of the Audit Committee that Advantis Credit Union is operated in a safe and sound financial manner, and the assets of the membership are being effectively safeguarded.

We appreciate the opportunity to serve the Advantis family in this capacity.



**Kellan Davis**

Audit Committee Chair  
4/19/2023

## Board of Directors

Amanda Owings - Chair  
Tarun Gudz - Vice Chair  
Bryan Sims - Secretary/Treasurer  
Frederic Dupeyroux  
Patrick Hager  
Renee Halpern  
Jake Jensen  
Traci Rossi  
Tammy Teske

## Associate Directors

Nathan Morales

## Audit Committee

Kellan Davis - Chair  
William Knuths  
Brandon Lepley  
Liz Speer  
Ross Wescott

## Administration Office

14405 Meyers Road  
Oregon City, OR 97045

## Contact Us

P.O. Box 14220  
Portland, OR 97293-0220  
503-785-2528  
800-547-5532  
[www.advantiscu.org](http://www.advantiscu.org)

## Executive Leadership Team

Jason Werts  
President/CEO  
Tim Clouse  
SVP/Chief Innovation Officer  
Chris Groshko  
SVP/Chief Experience Officer  
Jen McMurray  
VP/Strategy and Advocacy  
Keli Myers  
SVP/Chief Operating Officer  
John Nichols  
SVP/Marketing  
Greg Spear  
SVP/Chief Financial Officer

## Branch Locations

Belmont  
3010 SE Belmont St.  
Portland, OR 97214

Downtown  
120 SW Taylor St.  
Portland, OR 97204

Fremont  
3515 NE 15th Ave.  
Portland, OR 97212

Gresham  
2229 NE Burnside Rd.  
Gresham, OR 97030

Hillsboro  
7387 NE Butler St.  
Hillsboro, OR 97124

Lloyd Center  
825 NE Multnomah St., Suite 110  
Portland, OR 97232

Scholls Ferry  
12262 SW Scholls Ferry Rd.  
Tigard, OR 97223

West Linn  
21900 Willamette Dr., Suite 204  
West Linn, OR 97068

Woodstock  
4235 SE Woodstock Blvd.  
Portland, OR 97206

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Lombard - Opening 2023  
4800 N Lombard St.  
Portland, OR 97203